

Message Text

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PAGE 01 PANAMA 01886 021510Z

54

ACTION ARA-10

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /024 W

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R 021420Z APR 74

FM AMEMBASSY PANAMA

TO USDOC WASHDC

INFO AMEMBASSY GUATEMALA CITY

AMEMBASSY MEXICO CITY

AMEMBASSY MANAGUA

AMEMBASSY SAN JOSE

AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

SECSTATE WASHDC 260

UNCLAS PANAMA 1886

E.O. 11652: N/A

TAGS: BEXP, ES, PN

SUBJECT: PROPOSED VISIT BY PARTICIPANTS IN U.S. TRADE

CENTER, MEXICO CITY, FOOD INDUSTRIES EQUIPMENT

EXHIBITION, MAY 13-17, 1974

REF: USDOC 4716

1. EXECUTIVE DIRECTORS OF PANAMA CHAMBER OF COMMERCE (PCC) AND MANUFACTURERS ASSOCIATION EXPRESSED INTEREST IN PROPOSED VISIT. THEY ARE PREPARED TO ASSIST WITH BRIEFING ON FOOD PROCESSING EQUIPMENT MARKET, BUT REQUESTED EARLY RECEIPT OF DATA ON PARTICIPANTS AND PRODUCTS FOR SUBMISSION TO DIRECTORS FOR APPROVAL.

2. FOOD PROCESSING INDUSTRY IN PANAMA LIMITED IN SIZE AND DEGREE OF MACHANIZATION, BUT SALES POTENTIAL FOR FOOD INDUSTRY EQUIPMENT BELIEVED SUFFICIENT TO WARRANT THIS VISIT. PROGRAM COULD INCLUDE SHORT ORIENTATION EARLY MAY 6 FOLLOWED BY CALLS ON END-USERS. IN SUCH SHORT VISIT EMBASSY BELIEVES MOST TIME WILL BE REQUIRED FOR APPOINTMENTS. EMBASSY WOULD PREPARE APPOINTMENT LISTS. BECAUSE SOME IMPORTANT END-USERS, SUCH AS LIBBEY, MAGGI, NESTLE AND SLAUGHTER HOUSES, ARE LOCATED 100 TO

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PAGE 02 PANAMA 01886 021510Z

300 MILES FROM PANAMA CITY ONE OR MORE PARTICIPANTS MAY WISH TO

ALLOCATE ONE DAY FOR VISITS TO THESE PLANTS.

3. PCC ADVISES THAT EQUIPMENT SUPPLIERS FOR NEW SLAUGHTERHOUSE AND FEED MILL AT LAS TABLAS ARE NOW BEING LINED UP. EMBASSY HAS PLACED CALL TO PROJECT ENGINEER FOR DETAILS FOR USE BY PARTICIPANTS HANDLING SUCH EQUIPMENT IN DETERMINING WHETHER VISIT BY THEM WARRANTED PRIOR TO MAY 6. WILL REPORT RESULTS SEPTEL. DANIELS

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